

**DETERMINATION AND FINDINGS FOR  
A SOLE SOURCE CONTRACT**

**CONTRACT NO.:** DCEB-2014-C-0501

**CAPTION:** Digital DC Technology Fund Intermediary

**PROPOSED CONTRACTOR:** DC Innovates

**PROGRAM AGENCY:** Office of the Deputy Mayor for Planning  
and Economic Development

**FINDINGS**

**1. AUTHORIZATION:**

D.C. Official Code § 2-354.04, 27 DCMR 1304 and 1702

**2. MINIMUM NEED:**

The Government of the District of Columbia, Office of the Deputy Mayor for Planning and Economic Development has a minimum need for a contractor to provide various services (creative strategy, marketing and outreach, application management, funding recommendations and facilitation of a customized mentorship program) in support of the District's new Digital DC Technology Fund (DDCTF). The proposed term for the contract is date of award through one year with one 1-year option period.

**3. ESTIMATED REASONABLE PRICE:**

\$150,000.00

**4. FACTORS WHICH JUSTIFY SOLE SOURCE PROCUREMENT:**

The District is seeking a consultant to serve as an intermediary for the new Digital DC Technology Fund (DDCTF). The consultant shall provide the following services:

- **Strategy** to create DDCTF, a catalytic fund that invests in and promotes the success of early and growth stage tech entrepreneurs in the District;
- **Marketing and outreach** of the DDCTF with a program announcement, community informational sessions, and targeted outreach;
- **Management of application process** of the DDCTF, in which all completed applications will be reviewed and approved by DCI and its Investment Advisory Board (IAB);
- **Funding recommendations** from DCI to DMPED based on the expertise of the IAB;  
and

- **Facilitate customized mentorship program** which will include: developing strategies for growth, connecting with strategic mentors, raising capital, and sales and marketing.

DCI serves as a public-private partnership and local Innovation Based Economic Development (iBED) nonprofit intermediary organization that develops innovation-based community and economic development strategies. This attribute enables DCI to approach funding recommendations from a place of innovation expertise and a focus on long-term economic impacts. DCI is a catalyst for convening a diverse group of stakeholders representing community, university, industry/private sector, municipal and federal government to address the challenges and opportunities for the District to compete in the innovation economy and create significant economic benefits for the city and its residents. These relationships are critical to operating a robust mentorship program from funded companies. Both the tech fund and accompanying customized mentorship program will offer significant economic benefits to the District of Columbia through the creation of jobs and tax base.

The District is seeking to create the largest technology center on the East Coast, as outlined in Mayor Gray's 5-Year Economic Development Strategy. Two of the initiatives in Vision 2 of the 5-Year strategy are to create a DC-sponsored venture capital program and to support local entrepreneurs with mentorship opportunities. Through the partnership and collaboration with DCI, the District has put forth a set of programs to meet those goals.

While catalyzing growth of selected technology startups, the DDCTF will also promote and nurture DC's entrepreneurial culture in a central physical corridor and increase national recognition of DC as a technology center. DCI shall identify local mentors, select companies positioned for success, coordinate training and networking events, and organize DC-based events for companies to acquire follow-on funding. DCI's unique combination of experience in investment, mentorship, and the innovation economy meet specific District needs that would not be fulfilled by other providers. Additionally, DCI stands ready to meet the District's stringent timeline.

Thus, the knowledge and experience of DCI, coupled with their ability to meet the District's critical timeline, a sole source award is the most efficient and cost-effective procurement method.

## **5. CERTIFICATION BY AGENCY HEAD:**

I hereby certify that the above findings are true, correct and complete.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Victor L. Hoskins, Deputy Mayor

## **6. CERTIFICATION BY CONTRACTING OFFICER**

I have reviewed the above findings and certify that they are sufficient to justify the use of the sole source method of procurement under the cited authority. I certify that the notice of intent to award a sole source contract was published in accordance with 27 DCMR 1304.

\_\_\_\_\_  
Date

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Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST  
Director, Contracts, Procurement and Grants

## **7. DETERMINATION**

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive bidding process under either Section 402 or 403 of the District of Columbia Procurement Practice Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code §2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

\_\_\_\_\_  
Date

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Jacque McDonald, CPPO, CPPB, SPSM, MBA, MST  
Director, Contracts, Procurement and Grants